



**Vietjet Aviation Joint Stock Company  
Business Results Updated 9M2019**

***vietjetAir.com***



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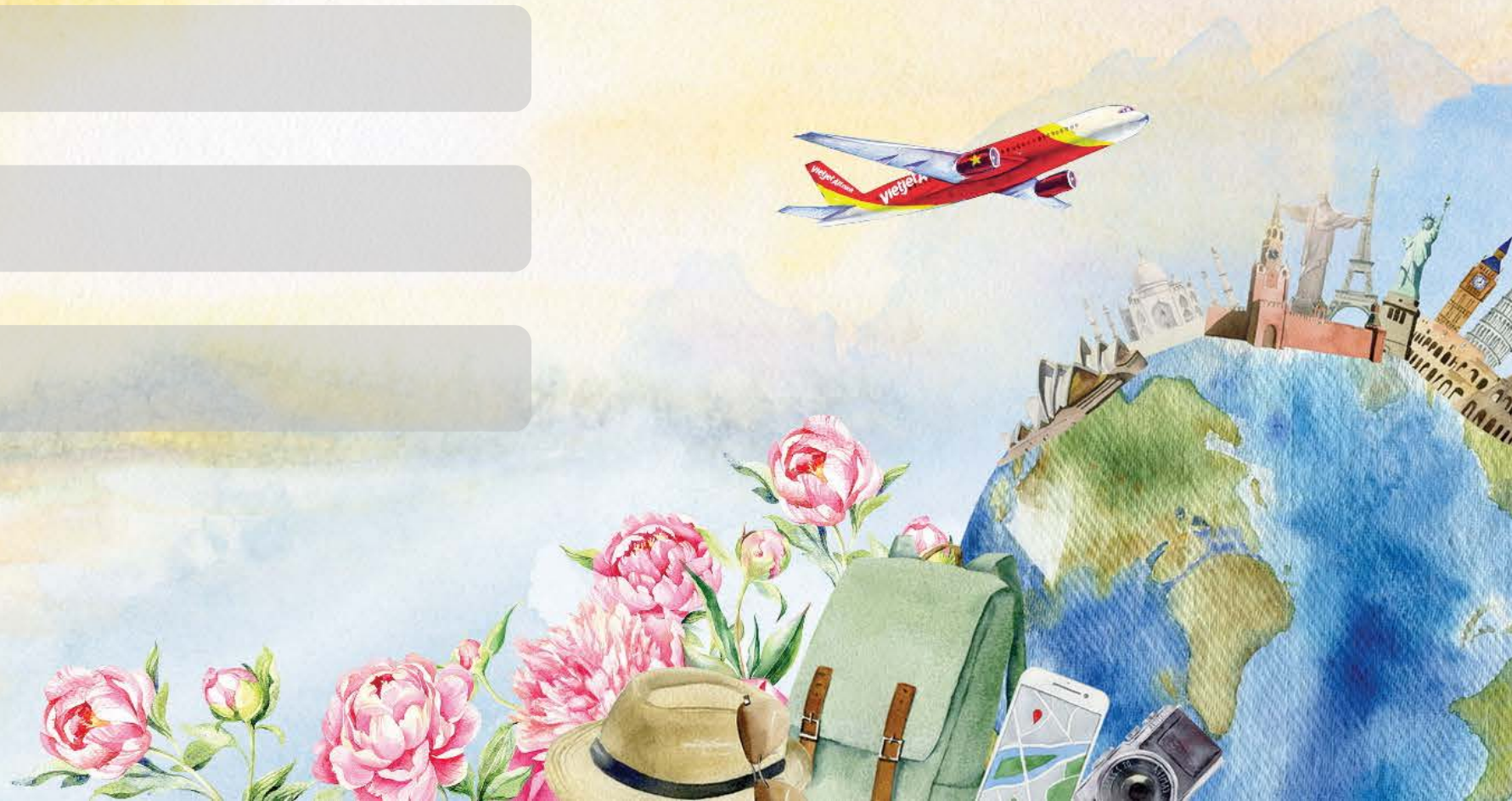
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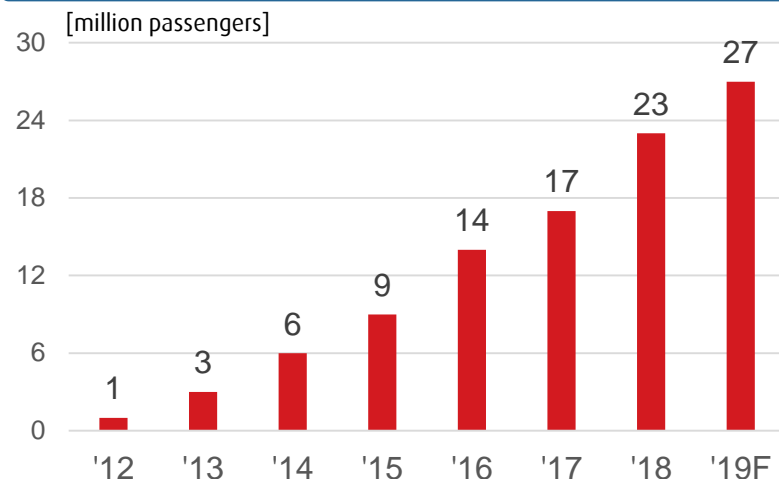


# Business Overview

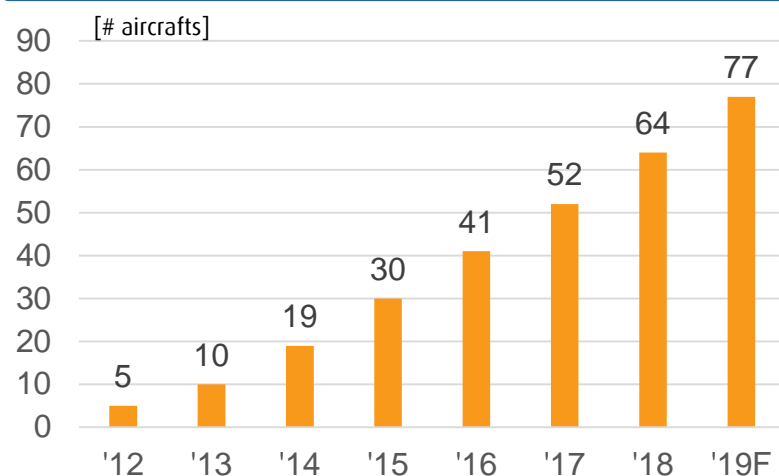
## Business description

- ✈ Having commenced operations in December 2011, VietJet had grown rapidly to become the **largest airline in Vietnam** after only 4 years of operations. In 1H2019, VietJet commands a domestic market share of 44% by passenger count.
- ✈ Went public in the country's then-largest IPO in Feb 2017, **with market capitalization having tripled** since then to reach ~USD 3.0bn
- ✈ **One of the youngest and fastest growing fleets** in the world, further sustained by a large order book ~200 aircraft to be delivered by 2025
- ✈ **One of the most of cost efficient airlines in the world** with CASK 3.9 cents, CASK ex-fuel 2.3 cents
- ✈ **Load factor remains at 88.0%**, amongst the high in Asia Pacific, despite aggressive growth.

## Strong projected passengers growth



## Growing Fleet supported by Orderbook



Current price	VND 145,000
Market Cap	USD 3.3bn
Foreign Room	USD 333mn
State Ownership	0.0%
Outstanding shares	523.8mn
Fully listed shares	541.6mn

	VJC	Peers	VNI
P/E (ttm)	13.2x	24.9x	16.8x
P/B (current)	4.5x	2.8x	2.4x
ROE	38.8%	2.2%	14.7%
ROA	13.5%	0.7%	2.5%

source: VN's securities companies, stock exchanges



## Q3 2019 Business Overview



- ✈ Continue to expand international flight network, Vietjet reports its profit before tax increased by 17% in Q3
- ✈ In air transport business, the ancillary revenue contributing an important part in growth Q3, equivalent to 28.3% of the total passenger transport revenue
- ✈ Maintained a high growth in expanding new market, especially international routes. The total number of routes was 127, an increase of 24 routes year on year, mainly international ones.
- ✈ The airline has operated 34,000 safe flights, transported more than 6 million passengers
- ✈ Vietjet continues to maintain its leading market share position in the domestic Vietnam market for Q3.2019.
- ✈ Vietjet achieved an average load factor of 88% in Q1 2019.
- ✈ YTD 9M2019, the consolidated revenue was VND38,134 billion and PBT was VND4,206 billion, including VND30,597 billion air transport revenue and VND2,864 billion profit before tax.

# Vietjet's Route Network Map





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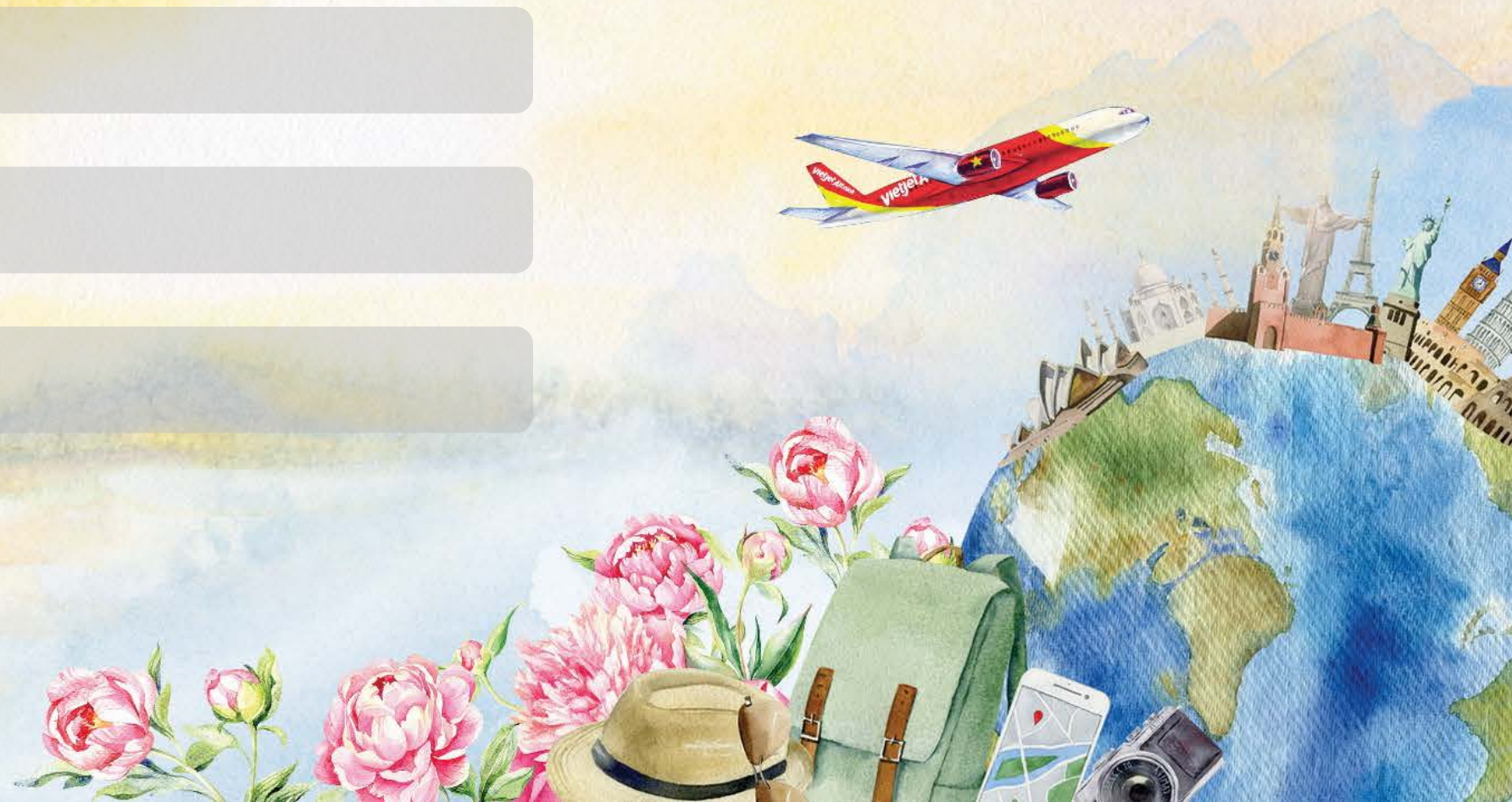
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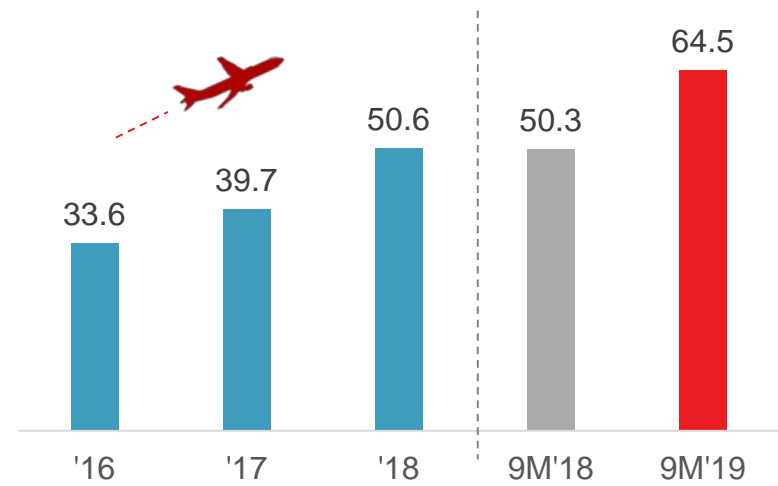
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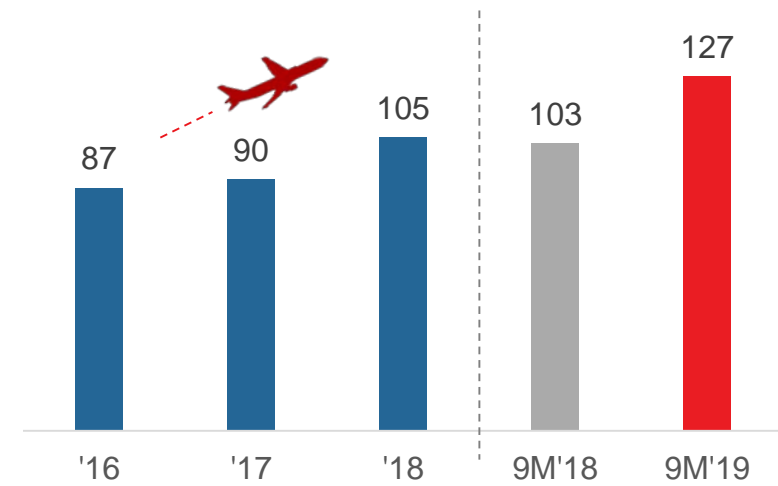


# Strong Operational Performance

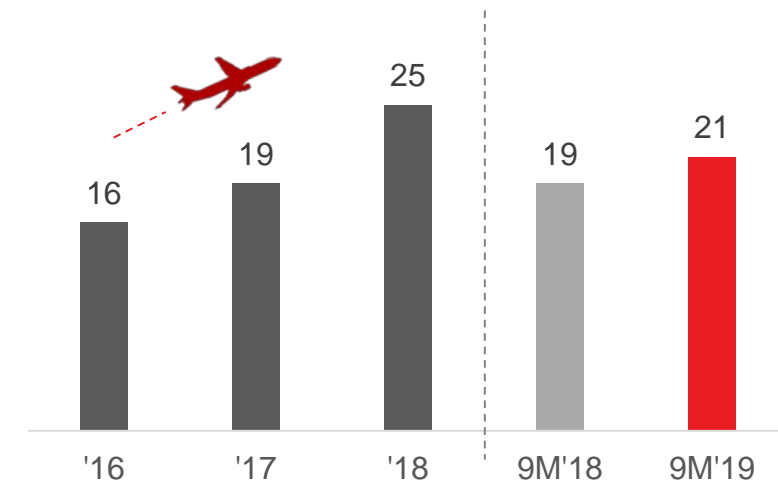
Avg. Aircrafts operating following A/C delivery



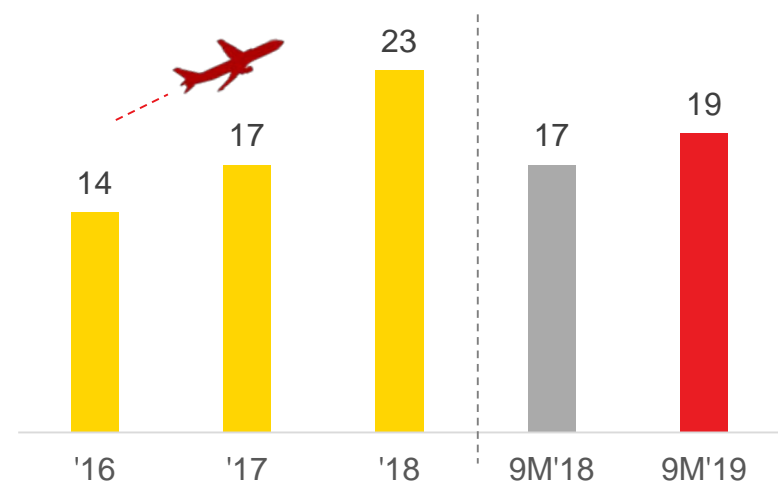
Expanding Routes



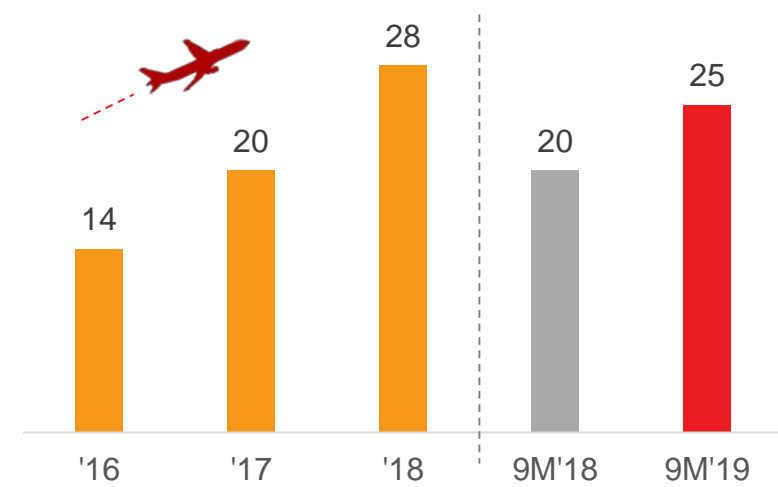
Capacity [#mn seats]



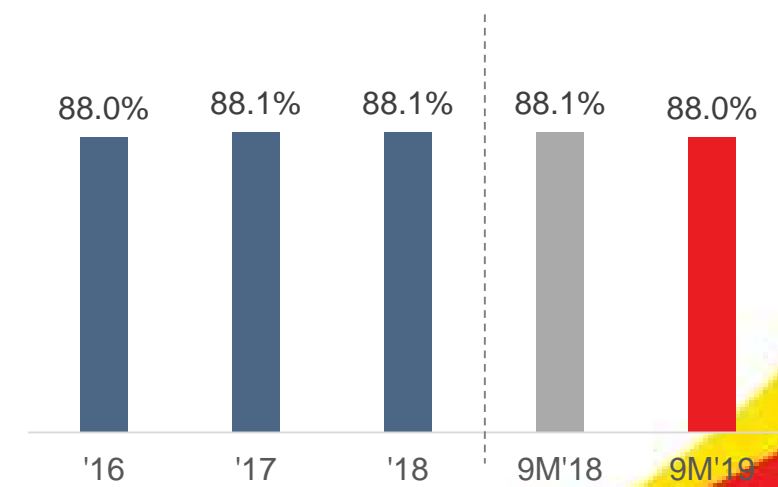
Growth passengers [#mn pax]



Growth RPK [#billion Passenger Km]



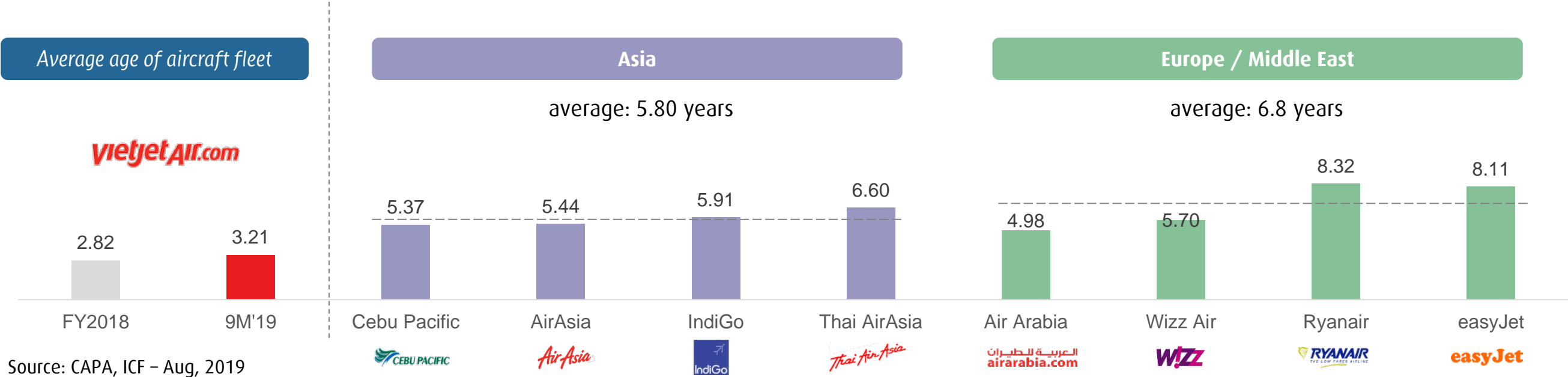
Remain high Load Factor [%]



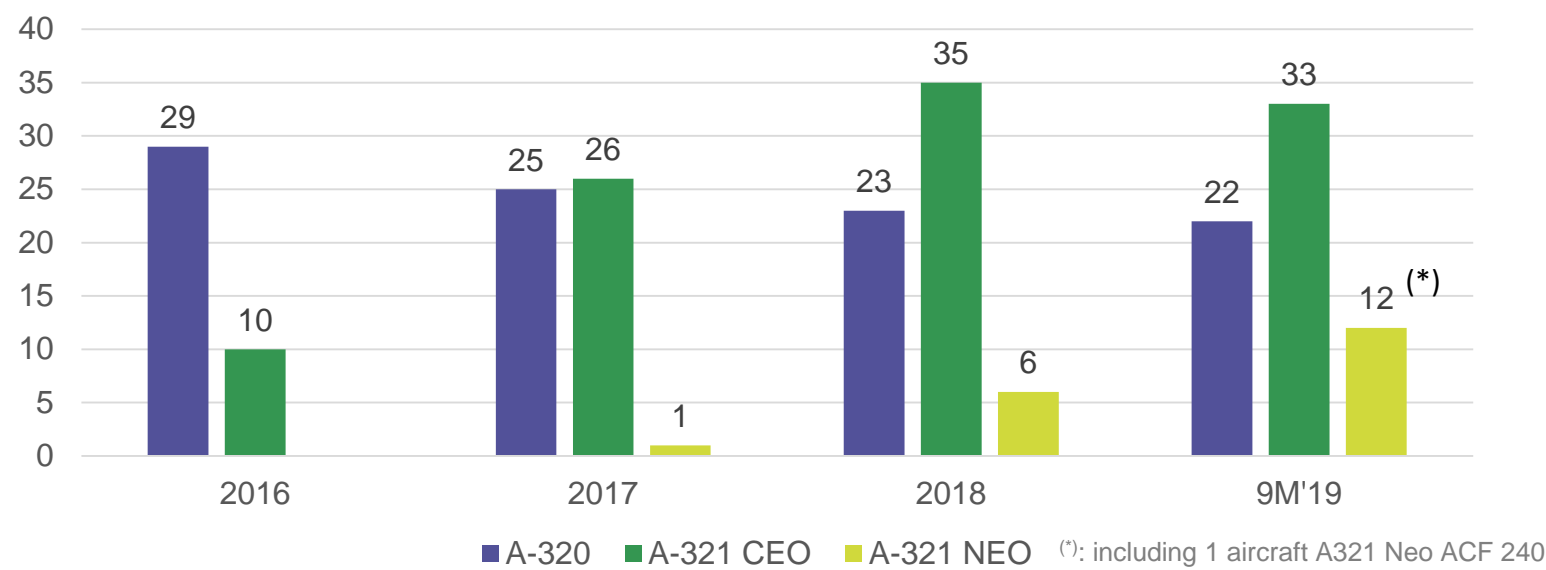


# Vietjet's Young Fleet

Young, modern and fuel efficient fleet, driving lower maintenance & fuel cost in the long term



Type of AC of Vietjet Fleet





**Cost, cost & cost!**  
**A strong focus on cost**





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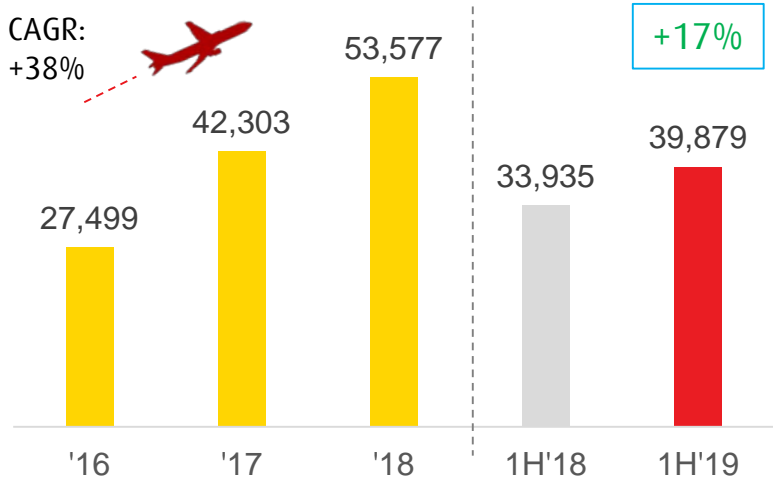


# Sustainable Financial Performance

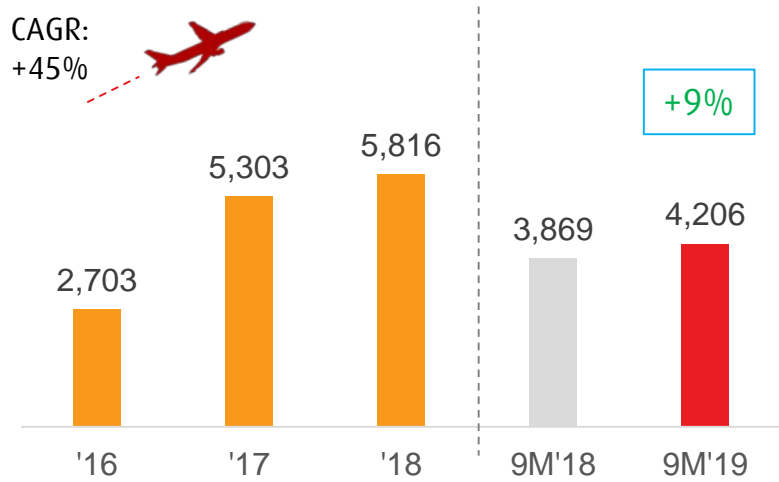
## Growth in profitability

Unit: billion VND

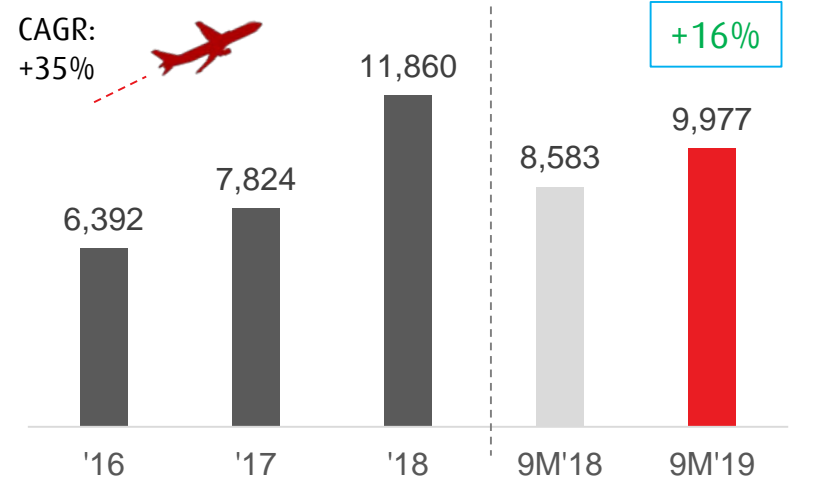
Revenue - consolidated



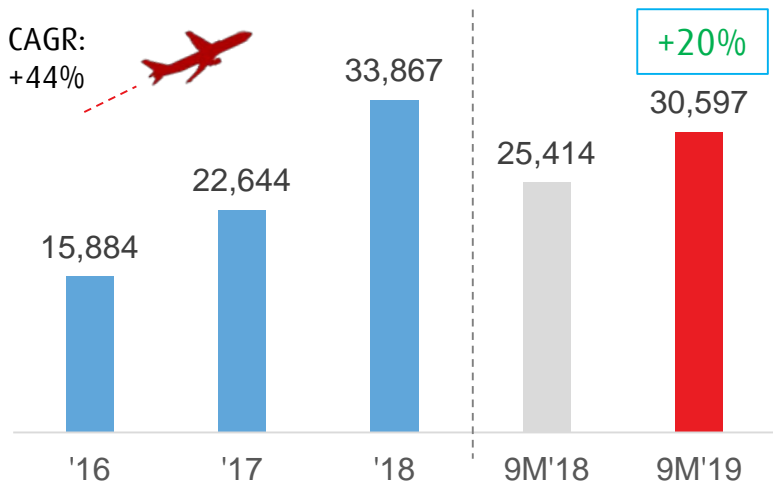
Profit before tax - consolidated



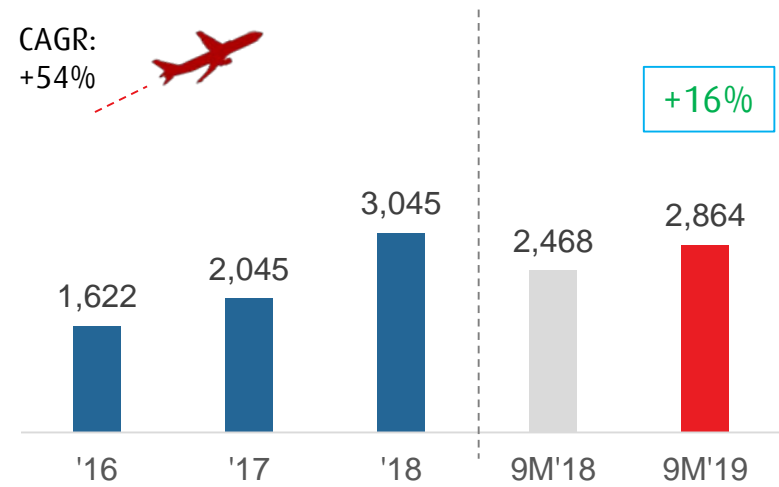
EBITDAR Adj. [excl'd gain SLB]



Revenue - airline



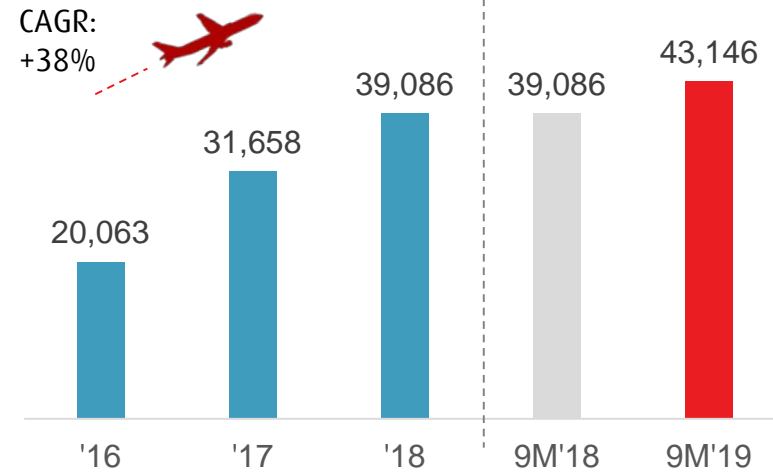
Profit before tax - airline



# Financial Ratios

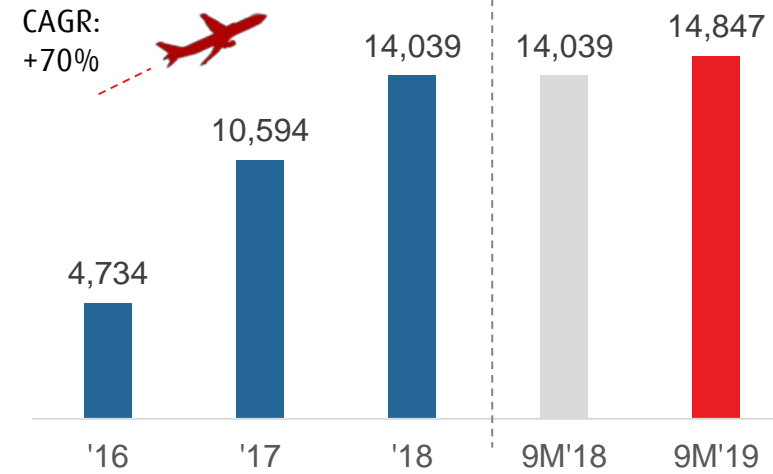
## Sustainable ratios performance

### Total Asset +10%



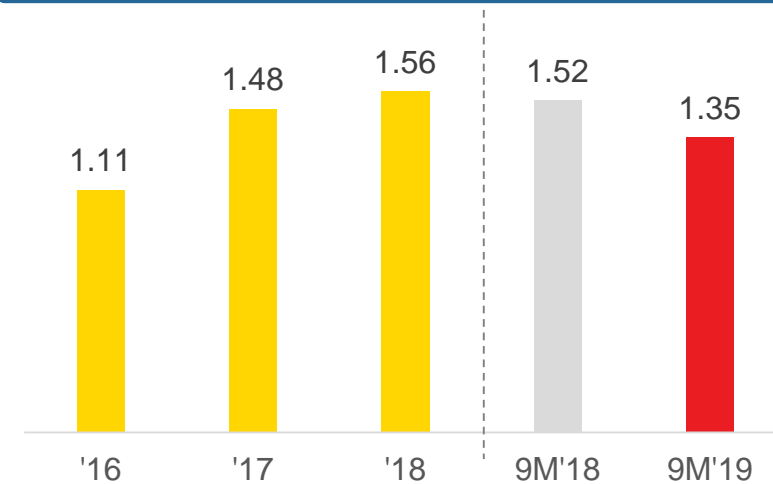
✈️ Asset increase 10%; long term asset accounted 52%

### Total Equity +6%



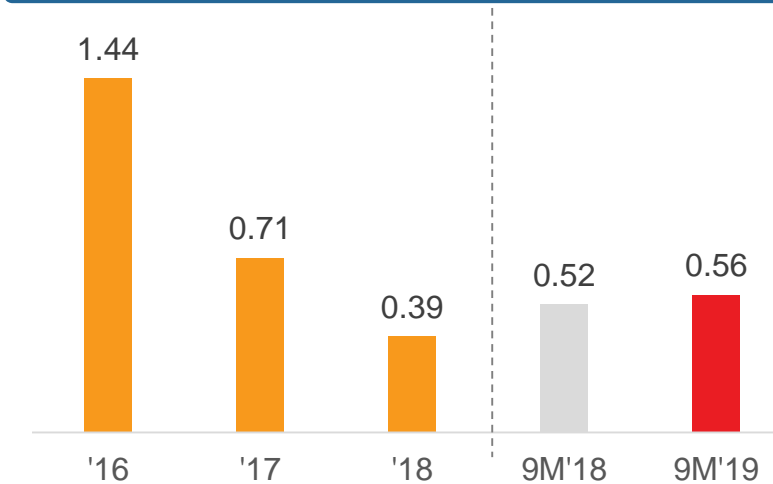
✈️ Buy back treasury shares in Q3 2019 valued 2.347 bn VND

### Current Ratio



✈️ Keep good ratio vs. its ratio in average industry [1.0x – 1.5x]

### Borrowings to Equity

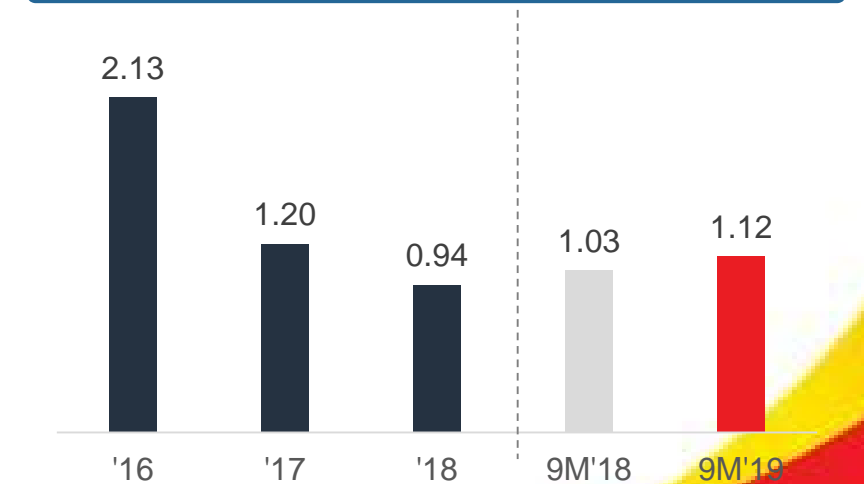


✈️ More room to expand borrowings for CAPEX Plan

Unit: billion VND



### Liabilities (\*) to Equity



✈️ Good ratio compared with average industry [2.0x – 3.0x]

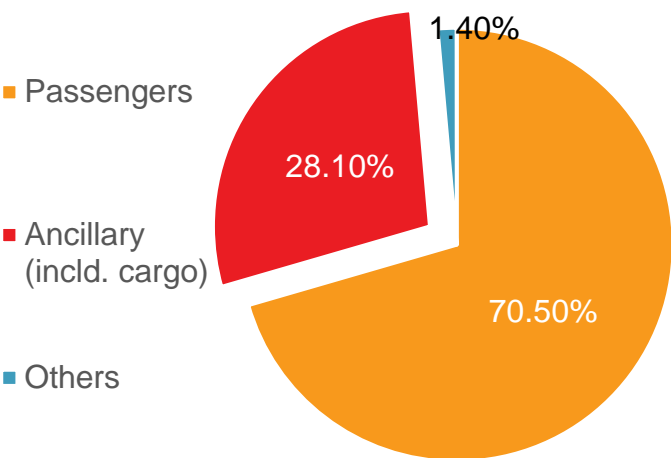
(\*) liabilities excluding provision



# Ancillary Revenue

Rapidly growing thank to the expansion of international routes

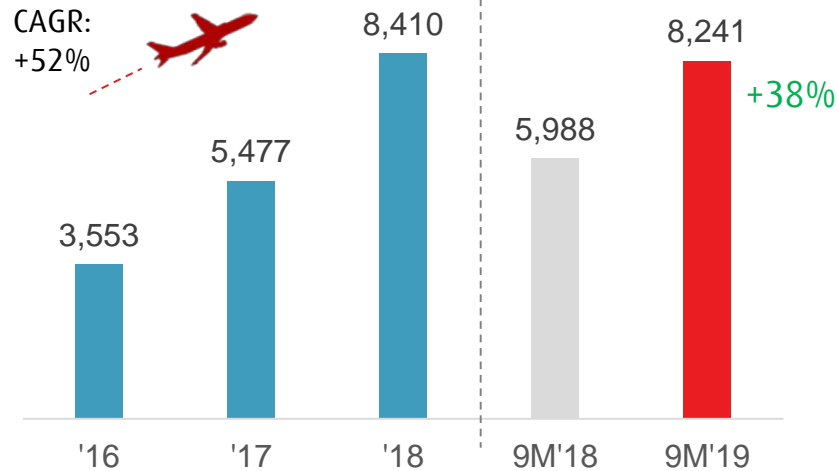
Revenue structure



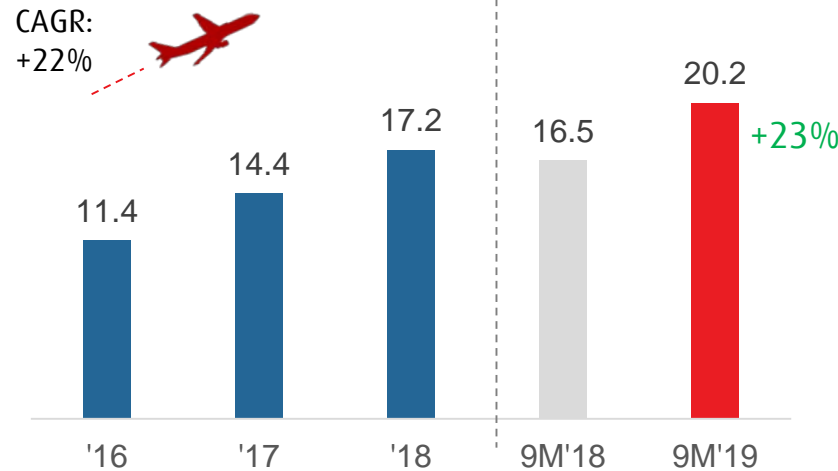
FS YTD 9M2019

- Ancillary revenue mainly includes the revenue from baggage consignment and surcharges, cargo transfer, sales revenue on aircraft (food, drinks, souvenirs) and advertising revenue.
- The proportion of ancillary revenue to the total passenger transportation revenue increased from 24.5% in 2017 to 25.4% in 2018 and to 28.1% in 9M2019.
- Average of ancillary revenue per pax increased by 23% to USD20.2 over the same period last year

Unit: billion VND  
Growth ancillary rev thank to international routes



Unit: USD  
Ancillary Revenue per Pax



**Inflight sales of souvenirs, food and beverage, duty free products and advertising packages**

**Pre-flight purchases such as seat selection, priority services, checked baggage, in flight services and travel insurance**





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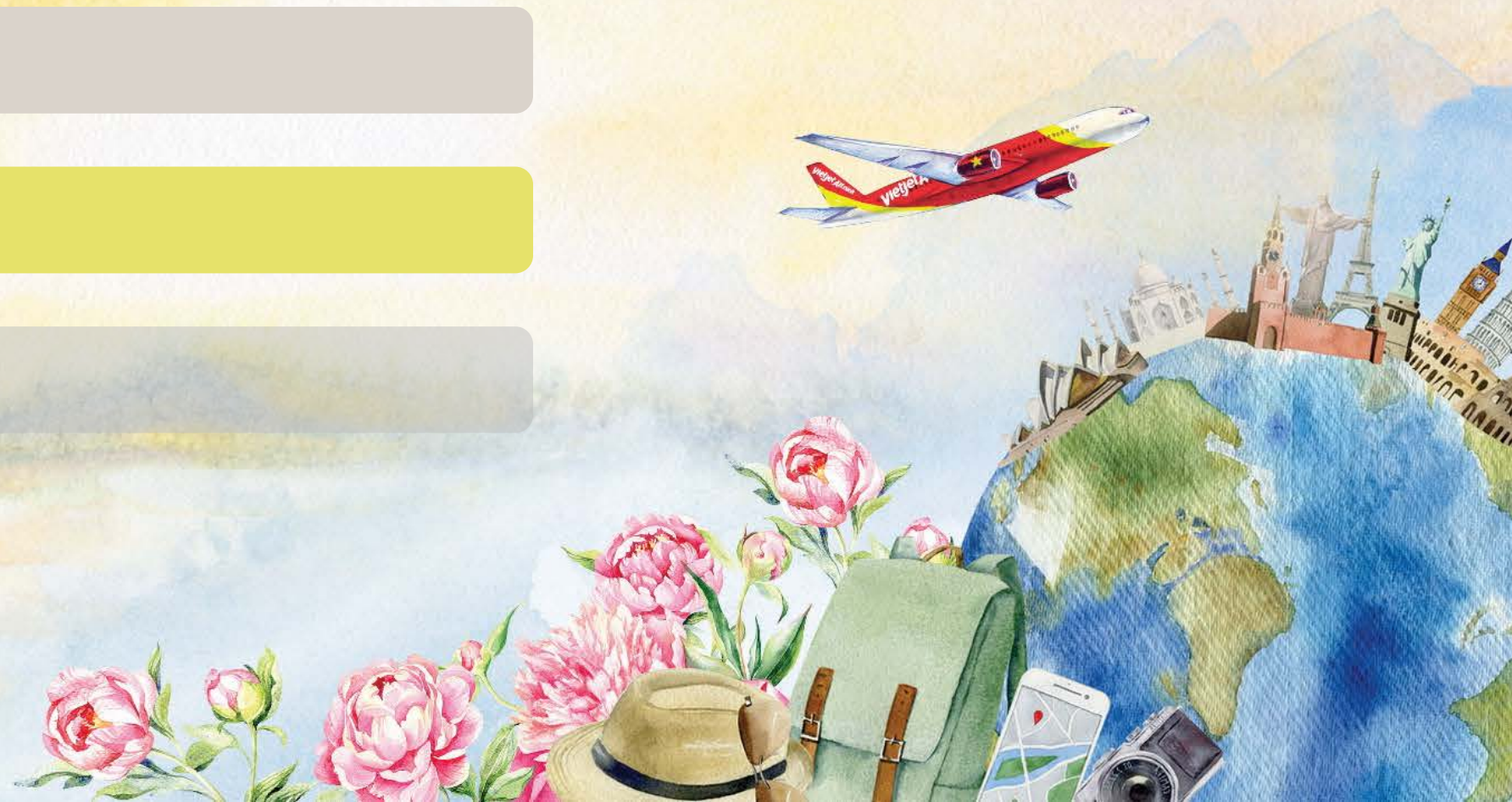
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# Events

- ✈ President & CEO Nguyen Thi Phuong Thao was awarded Forbes' Asia's Power Businesswomen 2019
- ✈ Welcomed UK Minister of State of International Trade to visit Vietjet Aviation Academy
- ✈ Welcomed Premier of Victoria (Australia) Daniel Andrews to visit VJ Office
- ✈ Announced the cooperation agreement between Vietjet & Linfox (Australia)
- ✈ Vietjet and Laotian Ministry of Transport and Public Works signed a cooperation agreement
- ✈ Vietjet is the only Vietnamese representative in GIC Insight 2019



## Events

- ✈ Announced operation plan of 6 routes from and to Phu Quoc, inaugurated Nha Trang - Busan (South Korea) route
- ✈ Organized a large-scale cabin crew recruitment day in Tokyo, Japan
- ✈ Operated the first A321neo ACF aircraft with 240 seats over the world
- ✈ Attended the Industry 4.0 Summit 2019
- ✈ Vietjet, Swift247, Grab signed an MoU on the comprehensive cooperation to develop solutions for super express delivery service
- ✈ Open a new ticket office at Vietjet Plaza (HCMC) with a comprehensive service combination for customers





***Vietjet operates the first A321neo ACF aircraft with 240 seats over the world***



## Events

- ✈ Accompanied with the "I Love my Fatherland" journey 2019
- ✈ Cooperated with Orbis - Flying Eye Hospital to bring light to million eyes
- ✈ Cooperated with Google to double utility for all travelers from and to Vietnam
- ✈ Accompanied with Miss Universe Vietnam 2019, Futsal HDBank National Championship 2019, Vietnam Heritage Photo Contest; South Korea's largest street art festival
- ✈ Accompanied with Lighting up the dreams, the movement against plastic waste, Let's clean up the ocean





# Events

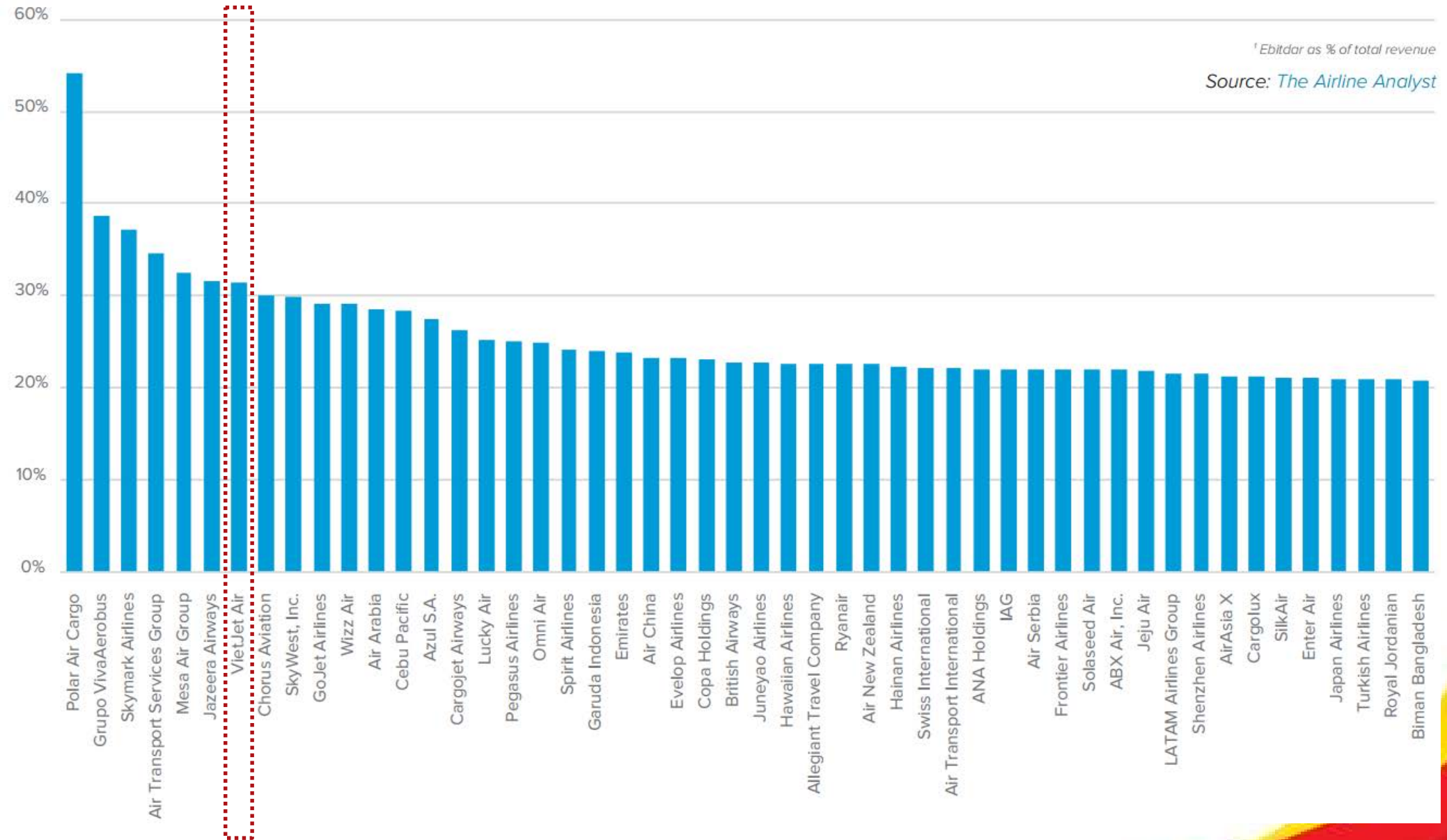
- ✈ Honored as Forbes' 50 Best Listed Companies in Vietnam
- ✈ Honored as one of the best financial and management capacity on Vietnamese stock exchanges
- ✈ Honored as Best Company to work for in Asia 2019 at HR Asia Award
- ✈ Honored as the Best Brand in Asia by CMO Asia
- ✈ Awarded as the Fastest passenger growing airline in 2019 by Vietnam National Administration of Tourism
- ✈ Awarded Vietnam's top 50 most valuable brands in 2019
- ✈ Vietjet Thailand named Asia's Best Employer Brand 2019



- ✈ Vietjet is at BBB ranking, continued to be in the world's top 50 airlines by rating of AirFinance
- ✈ EBITDAR margin of Vietjet is at A ranking and in the top 7
- ✈ The average age of Vietjet fleet reaching AAA ranking, leading in the world airline rankings.

## Top 50 by Ebitdar margin<sup>1</sup>

EBITDAR as % of Total revenue





**Thank you**  
Enjoy flying

